

CARGOTALK

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1 year: How did GST fare for logistics?

Experts map out the changes that GST regime has carved out for the cargo sector

Start-ups twirling logistics environment

Industry veterans cull out necessary factors for a logistics start-up to flourish successfully

BRICS' containerised trade surges

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GST FOR LOGISTICS: A WAVE OF CHANGE



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Dear Reader,

The country's biggest indirect reform, Goods and Service tax (GST) marks one year. **CARGOTALK** ponders on the anniversary of the much-deliberated tax and explores the journey of the tax regime in its cover story. Despite the initial glitches, the industry experienced significant change after the introduction of the tax and expects further enhancement in the coming years. Also, the government is not leaving any stone unturned to streamline the industry, either through conducting workshop with the World Bank or boosting the exports sector through suited initiatives.

Indian Railways has announced first double stack dwarf container service from Western Railway's Rajkot railway station. These containers are 662 mm short in comparison with regular containers, but are 162 mm wider. The dwarf containers can hold a volume of approximately 67 per cent more when compared to traditional containers.

ICRA, in a study, maintains a stable outlook for the Indian logistics industry, expecting it to grow at 8-10 per cent over the medium-term. The demand growth would continue to be buoyed by pickup in industrial activity and consumption-led sectors, while increasing preference for outsourcing logistics activities would provide further impetus to organised players. Additionally, supply side factors like improvement in logistics infrastructure and emergence of logistics start-ups would offer further growth. **CARGOTALK** also explores the factors for a logistics start-up to thrive and be successful in this highly competitive era. On the shipping front, India registered a record growth of 14 per cent YOY in volumes with strong exports & imports (EXIM) leading the BRICS growth story, according to BRICS Export-Import (EXIM) containerised trade data released by Maersk. The country's logistics sector is indeed growing. The growth signs are there, but a better performance can enhance the business.

Keep reading and giving your feedback to us at:

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contents

AUGUST 2018



12



Cover Design: Nityanand Misra



24



30



38

- 6** NEWS
News from the domestic sector
- 12** COVER STORY
1 year: How did GST fare for logistics industry?
- 24** INDUSTRY OPINION
Start-ups twirling the logistics environment
- 28** INDUSTRY TECHNOLOGY
Speedbox: Technology that delivers
- 30** INDUSTRY BYTES
IWS 2018: Converting business into opportunities
- 38** INDUSTRY REPORT
BRICS' containerised trade witnesses steady growth

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Distribution Redefined

World Bank & MoCI to conduct logistics workshop

To identify specific interventions that are required to streamline logistics in the country, the Ministry of Commerce and Industry and the World Bank have together initiated to conduct a workshop. The objective is to integrate Indian products into global value chains. The decision was taken at a meeting between **Suresh Prabhu**, Minister of Commerce & Industry & Civil Aviation, with the World Bank team.



Prabhu briefed the World Bank team about the work being done by the Commerce Ministry for developing a National Integrated

Logistic Policy (NILP). He said the policy will focus on increasing the capacity of storage and warehousing and other value-added services. "Multi-modal logistics parks, integrating various transportation modes, are also being developed right up to the district level," he said.

The minister also highlighted the work being done by the ministry towards identifying specific products and markets to increase India's exports by \$100 bn. He underlined the need for understanding product specific supply chains for India to integrate effectively into global supply chains. The NILP will reduce the cost of goods and make Indian product more competitive.

Streamline infrastructure & logistics: Aviation Minister



With an objective to deliberate on trade related issues and policy matters pertaining to exports from Eastern India, an interactive session was organised under the aegis of FIEO with **Suresh Prabhu**, Minister of Commerce & Industry & Civil Aviation, recently. **Nari Kalwani**, Regional Chairman, FIEO Eastern Region, stated that trade restrictive measures, volatility in currencies and liquidity challenges were rising threats to India's exporters' community. He stressed on the need for streamlining infrastructure and logistics issues to boost exports from Eastern Region. The issue of cargo detention at Indo-Bangladesh border due to infrastructural bottlenecks, was a matter which should be taken up through bilateral discussion between the two countries.

Prabhu stated that he was glad that the number of exporters were rising in India. In the month of June 2018, there was a 20 per cent rise in exports of India as compared to the previous month. The government has taken large number of measures in few months to promote exports, amidst rising protectionism in developed countries. He also mentioned how India has taken a firm stand at international level to emphasise on the role of WTO for resolving global trade disputes.

Indian Railways' 1st double stack container service

The freight train was flagged off on July 7, 2018 from Western Railway's Rajkot railway station on its maiden commercial run. Booked from the Reliance Rail Siding at Kanalus to Rewari in the state of Haryana, the train was loaded with 82 containers polypropylene granules. Indian Railways has received increased revenue of ₹ 18.50 lakhs due to this double-stacked dwarf container service. The launch saw the presence of

Piyush Goyal, Minister of Finance, Corporate Affairs, Railways and Coal.

The double-stacked container is 6 ft 4 inches in height and can run on electrified tracks. Despite being smaller in size, the dwarf containers can hold a capacity of 30,500 kgs. In comparison with regular containers, these containers are 662 mm short but 162 mm wider. The dwarf containers can hold a volume of approximately 67 per cent more when compared to traditional containers. Presently, due to its height, the regular double-stack ISO containers can run only on few chosen routes on Indian Railways, but these short-heighted double containers can run on most tracks very easily. These containers in double stack formation can run under 25kV overhead lines. With the use of these double-stack dwarf containers, the cost of the unit will be significantly reduced due to the rail transport being cheaper than the road.

At the general freight rate, the double-stack dwarf container trains can generate more than 50 per cent of the revenue.



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'Indian logistics to grow 8-10% over medium-term'

With industrial output and consumption-driven sectors recovering in H2 FY2018 from the initial lull post GST implementation, the freight demand in the country has also reported healthy pickup during the second half of the previous fiscal, states ICRA.

ICRA maintains a stable outlook for the Indian logistics industry, expecting it to grow at 8-10 per cent over the medium-term.

Shamsher Dewan, Vice President & Sector Head – Corporate Ratings, ICRA, says, "From an aggregate revenue growth of only 4.6 per cent in Q2 FY2018, the sample's growth gained pace to 10.8 per cent in Q4 FY2018, as freight volumes picked up. ICRA estimates that there have been savings as high as 18-20 per cent in the truck turnaround time post the implementation of GST, supported by elimination of inter-state check posts." The demand growth would continue to be buoyed by pickup in industrial activity and consumption-led sectors, while increasing preference for outsourcing

logistics activities would provide further impetus to organised players. Additionally, supply-side factors like improvement in logistics infrastructure and emergence of logistics



start-ups would offer further impetus to growth. "The implementation of e-Way Bill from April 2018 has also been received positively by the transporter community, with operational efficiencies and time savings realised on account of the same. Companies are also interacting with supply chain management business operators in order to explore opportunities to redesign their warehousing network," adds Dewan.



Shamsher Dewan

Vice President & Sector Head – Corporate Ratings, ICRA



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Kinship Agency exports Dorniers-228 to Seychelles

Kinship Agency has exported the Dornier-228 light utility aircraft to Seychelles on June 22. The fabrication of the aircraft was done by Hindustan Aeronautics (HAL) and the export formalities were managed by Kinship Agency, Kanpur. Commenting on the successful operation, **Ravi Dayal**, Managing Director, Kinship Agency, said, "This aircraft may allow India to control and safeguard its sea route for overseas trade. It may also safeguard India's strategic interest in the key Indian Ocean country amid China's growing interest in the region." France had licensed HAL to manufacture some 125 Dornier-228 light utility aircraft with French technology. The aircrafts are ready to export, and all export formalities are being done by Kinship Agency, as per its agreement with the Government of India. This aircraft is well-equipped for transportation (both defense and civil), rescue operation, special mission, border patrolling, etc.



Adani and NYK join hands for enhancing rail logistics

Adani Logistics (ALL) have signed an agreement with NYK Auto Logistics India (NALI) to form a joint venture which specialises at strengthening finished vehicles transportation service network in India. The automobile sector is witnessing rapid growth. Loading activity in this sector increased by 16 per cent in 2017-18. This growth, coupled with Government of India's focus on promoting alternative means of transportation to reduce carbon footprint, increasing demand of transporting vehicles through rail mode is gaining traction. The JV company will participate in AFTO policy of Ministry of Railways and offer its automobile freight trains for transporting vehicles across India in more efficient manner and will contribute towards green India.

Karan Adani, CEO, APSEZ, said, "ALL's strength lies in rail operations and having a network of multi-modal logistics parks, while working closely with APSEZ having a pan India port footprint. This formidable association combines the strengths of individual parent companies, putting the JV in unique position, utilising these readily available assets and expertise, to deliver an end-to-end value driven, asset and service-based, supply chain solutions, to the automobile industry in India. This new company marks yet another milestone in our strategic efforts to explore opportunities in rail transportation by auto wagons in designated territory in India."

Essar builds 24 MTPA iron ore handling complex at Vizag Port

Essar Vizag Terminal has dedicated its newly-commissioned 24 MTPA Vizag iron ore handling complex to the nation. The terminal will be inaugurated by **Nitin Gadkari**, Minister for Road Transport & Highways, Shipping and Water Resources, Government of India. With an investment of ₹ 830 crore, the expansion strengthens the nation's vision of Sagarmala and coastal cargo movement. "The Vizag iron ore handling complex is a facility that is truly a national asset. We are committed to realising the government's vision of port-led development," says **Prashant Ruia**, Director, Essar.

The complex will have the fastest vessel turnaround time for iron ore among Indian ports. It can berth Super Capesize vessels up to 200,000 DWT, with a depth of 20 metres, on the outer harbour of Vizag port. Special emphasis was given to make the iron ore handling complex environment-friendly. Focus on global best practices in mechanisation and sustainable environment protection has significantly reduced dust emission and spillage, thus improving the carbon footprint and working conditions of the port. EVTL has also strengthened the entire 9.5-km conveyor network and upgraded to PLC automation.



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1 year: How did GST fare for logistics industry?

There is mixed reaction on the first anniversary of the historic and one of the biggest tax reforms — the Goods and Services Tax (GST). **CARGOTALK** charts out the impact of the tax regime on logistics verticals, like freight forwarders, air cargo, express, etc. Experts map out the changes that GST has carved out for the cargo sector.



Kalpana Lohumi

It has already been a year since the government passed the most imminent, Goods and Service Tax (GST) regime on July 1, 2017. Certainly, the tax has given many reasons to debate on what has been necessitated and what more is in store for the logistics sector. Since its implementation, the logistics industry has enjoyed the leeway than most industries. Now, with the first anniversary of one of the most crucial reforms of the country, it is pertinent to check has the aim of 'One Nation, One Tax' been realised? **CARGOTALK** looks at the journey of the tax regime in the logistics industry.

Sharing how the tax brought relief to the industry, **Ashish Asaf**, Managing Director & CEO, SA Consultants & Forwarders, says, "The implementation of GST proved to be a significant change for the economy and for the freight forwarding industry as well. The freight forwarding industry is highly fragmented and unorganised in nature which is now changing with the advent of GST. Now, several unorganised players have registered themselves under the tax because of various benefits provided like reduction in additional costs in the form of a plethora of indirect taxes, also the facility of input tax credit

can also be availed. As a result, unorganised sectors would eventually strive to improve their service levels if they intend to successfully grow in the competitive scenario. In the digitisation process, the online facilities for filing the monthly returns, payment of tax and majorly tax-refund application has now become a seamless process and resulting into less documentation."

According to **Bharat J Thakkar**, Past President and Permanent Member - Board of Adviser, ACAAI and Co-Founder & Joint Managing Director, Zeus Air Services, "With uniformity in nature, GST is in process mitigating this imbalance and will boost airfreight once there is no tax on exports. It will help promoting airfreight consolidations and transshipments, reducing supply chain costs and strengthen the government's vision to position

India as the logistics hub of the world."

Sam Katgara, Partner, Jeena & Co. says, "In the first year itself too many changes were made by the GST council and many of the changes came with almost zero or very short lead times, which led to some struggle. Even now, there is a need to improvise processes and controls. More challenges and learning are yet to come when we file our annual returns and undergo audits by respective states." **Vimal Talwar**, Business Development Manager, Kuehne + Nagel, adds, "GST was one of the mammoth tasks which subsumed over a dozen of different central and state taxes into one, but with several slabs. Overall acceptance and implication has been satisfactory. Businesses across all



Ashish Asaf
Managing Director & CEO
SA Consultants & Forwarders

“

The freight forwarding industry is highly fragmented which is now changing with the advent of GST

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domains still have apprehensions related to refund procedures which are not smooth even after achieving a mark of one trillion (INR) in terms of total collection."

"Major challenges have been resolved. The industry now has a much deeper understanding about compliance requirements and how to adhere to them," feels **Huned Gandhi**, Managing Director - Air & Sea Logistics India & Bangladesh, Dachser India.

Speaking about the overall success of GST implementation, **Mayur Gandhi**, CFO, Schenker India, tells, "The most visible result of GST and e-Way Bill implementation has been the removal of physical check posts at state borders which have substantially reduced vehicle turnaround time. Also, India has

successfully jumped 19 positions - from 54th in 2014 to 35th in 2016 - in the World Bank's Logistics Performance Index (LPI)."

Talking about the drive at CSIA cargo operations, **Manoj Singh**, Senior Vice President & Head - Cargo, Mumbai International Airport (MIAL), shares, "GVK MIAL has made the necessary technical changes to incorporate GST into its cargo management system. As a result, our system is 100 per cent GST compliant in terms of both operations and financial transactions. MIAL, after consultations with customs, has modified the process and enabled the customs brokers to generate invoices in the names of importers under the Pure Agent concept. Thus, importers can claim GST credit directly in their name in all the air cargo transactions."

Abhik Mitra, Managing Director & CEO, Spoton Logistics, says, "Overall, it has been a good year for the logistics industry in general, and express logistics in particular. Uniform taxation has certainly



Bharat J Thakkar
Past President and Permanent Member - Board of Adviser, ACAA and Co-Founder & Joint Managing Director, Zeus Air Services



Sam Katgara
DDP Trailblazer 2015 & Partner, Jeena & Co.

“Traditional tax resulted in airfreight ex-im imbalance and transferred traffic to other modes of transport

“In the first year, changes made by the GST council came with almost zero or very short lead times

reduced paperwork. e-Way bill has streamlined our operations and improved the ease of doing business as well. There were some initial difficulties due to technical glitches at the GSTN portal and some pertinent ones on policies, but, these are teething troubles and over time should smoothen out.”





Vimal Talwar
Business Development Manager
Kuehne + Nagel

“GST was one of the mammoth tasks which subsumed over a dozen of different slabs



Huned Gandhi
ICA winner 2017 &
MD - Air & Sea Logistics India & Bangladesh,
Dachser India

“The industry now has a deeper understanding about compliance requirements & how to adhere to them

Vikram Paul, Regional Managing Director – Indian Sub-Continent, Director Business & Product Development – Middle East & Sub Sahara, Cargo Partner Logistics India, elaborates, “It was probably not the best planned policy and was communicated poorly. The industry had very little time for preparation for the massive change that took place. But with time, it has

settled down. As far as our industry is concerned and specifically the forwarding side of the business, it's a great enabler. But, for warehousing and distribution side, people have started to change their own footprints, landscape to configure the real essence to take advantage of the tax.”

Sunil Arora, Vice President, Air Cargo Agents Association of India, expresses, “GST came in like a phobia or hurdle or one can say an impediment to the trade. However, our industry has taken GST with the open arms and because of the GST, e-Way Bill, another remarkable reform, has come up. Initially, airfreight was under GST but later government realised that airfreight cannot be under GST. Airfreight is attached to the country's exim and you cannot add taxes to our export commodity. Gradually, this tax has been adapted and accepted as a great turnaround of the country's economy.”

Sudeep Mehrotra, Senior Director – Corporate Solutions, Alvarez & Marsal, tells, “GST implementation on the process and technology front has been smoother than expected. Except for e-Way Bill most of the modules have been launched and stabilised within projected timelines. The awareness building and eco-system around it has also been ramped up in accordance to the expectation. The benefits in terms

of industry expectations is taking longer than expected. The refunds are taking time and the benefits to the end-users have been flowing at the rate lower than desired.”

Vikram Mansukhani, Head – 3PL Division, TVS Logistics Services – India, points, “Securing a competitive edge in the post-GST scenario mandates a high level of transparency, discipline to timelines, adherence to compliances and investment in technology platforms. Businesses that have been using unorganised transporters and just warehouse service providers are migrating to formal 3PLs who can bring in knowledge services, understand and use technology and operate logistics and supply chain more efficiently. A wide network footprint, proximity to consumption and manufacturing locations, and network redesign capabilities are becoming key deciding factors during empanelling. This has tilted the

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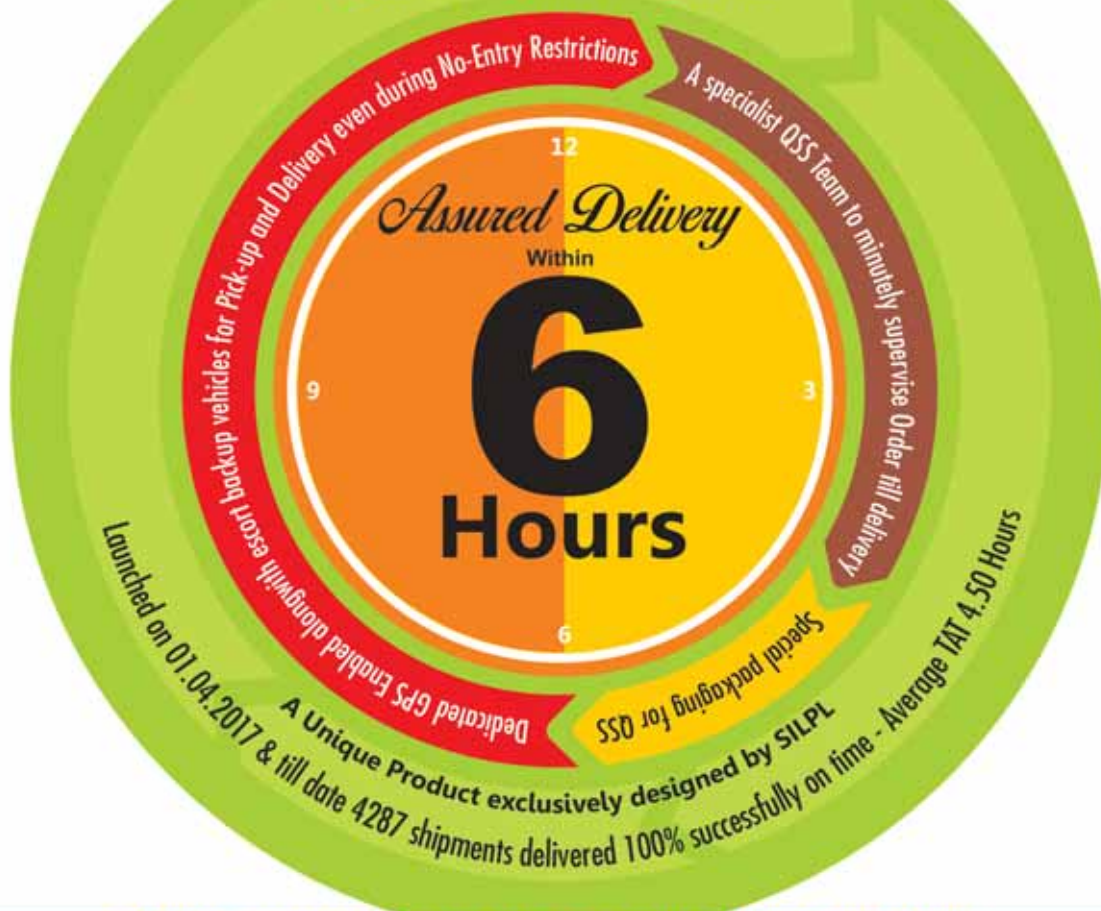
Govt. may soon roll out duty drawback on GST to benefit small & medium exporters after faultlines in India's exports, despite a high growth in May (20 per cent) and June (18 per cent) this year. The roll out will be from Oct 1, 2018 with the initiation of e-wallet scheme



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Visible result of GST and e-Way Bill implementation has been the removal of physical check posts at state borders



Manoj Singh
DDP Game Changer 2016 &
Senior VP & Head - Cargo, Mumbai International
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GVK MIAL has made the necessary technical changes to incorporate GST; our system is 100 per cent GST compliant



scales in favour of large organised players like TVS Logistics.

Amit Tandon, Managing Director, Asia Shipping India, says, "As expected, there have been teething troubles in the implementation of the new GST as the concept of IGST, CGST/ SGST and the input credit under the new regime has taken time to take roots with the business

Suggestions

- There should be consistency in GST rates. For example, airfreight GST rates v/s sea freight GST rates are not consistent both for exports and imports
- The procedure to claim input credit for common inputs services should be simplified rather than subjecting the industry to complex procedures it would be better to leave it to the discretion of the assesses on how & where state would want to claim the input credit. This simple change would bring a big relief to the industry

community. However, the government mechanism for providing clarifications as well as responding to the various genuine difficulties faced by the assesses has been quick and prompt. But in the process there have been amendments and clarifications almost every other day. The need of the hour is to streamline the entire system to make it more user-friendly. The main problem that the industry continues to face, as the other industries also do, is of reconciliation of the various returns submitted as per the provisions of the GST Acts, and the refunds due from the government. Freight forwarding and supply chain industries are credit-intensive and blockage of large sums of money in refunds due on account of GST, particularly due to unclaimed input credits, results in blockage of substantial working capital, which is already affecting business operations adversely."

What were the expectations?

"We expected the export will be zero-rated, which has not happened and exemption until September 2018 was introduced instead in January 2018, and further extended until September 2019. Our industry made several presentations, that there should be 'zero tax' on exports, as current system is blocking funds. We are waiting for refunds and are under tremendous financial constraints," tells Thakkar.

Talwar believes, "Freight forwarding, being an integral part of the logistics industry, excited initially but delay in refund procedures inculcates resistance. Our industry colleagues anticipated more favourable and exporter-friendly structures. Industry veterans were forced to make several representations in front of government to remove airfreight component from GST regime and make air cargo competitive for exporters."



According to Huned, "The Indian freight forwarding fraternity was expecting an ease in doing business and, in fact, significant achievements have already been accomplished. The removal of Octroi, for example, has facilitated transportation at major gateway air and sea ports like Mumbai. It has also reduced truck lay times at check posts, which is improving the lead times from and to the air and sea ports."

Asaf adds, "Indian freight forwarding industry has been seeing the shift from being unorganised to organised with the implementation of GST that resulted into implementing technology at a greater scale by companies. The expectations from such a change is the fast adaptability which Indian markets needs to take for such a technological advancement, new methods of taxation, the valuation mechanism to clear all the ambiguity surrounding what, when and where of GST."

Speaking of the organised sector, Gandhi says, "Firstly, GST implementation was expected to do away with border check posts and thereby reduce transit downtime and logistics cost. We are already witnessing the benefits and hope to save substantially on logistics costs for our customers moving ahead. Secondly, the passage of GST and e-Way Bill has created a mechanism for centralised registrations



and compliance which would not only help the service providers to claim and utilise credits, but also to track tax compliance and save enormous time. In the pre-GST and e-Way Bill era, it is estimated that about 60 per cent of logistics time was spent for tax compliance at the interstate check points on scrutiny of records and tracking of interstate sales tax, consequently hurting the efficiency of logistics companies."

"Third, although a bit premature to comment, another positive fallout of the GST implementation would be consolidation in the warehousing sector, as companies would prefer building hub-and-spoke warehousing models with big regional setups over today's setup of warehouses in each and every state. This will result in reduction of storage and handling costs, leading to lower overall inventory costs. Lastly, with the creation of multi-modal logistics parks, demand for higher tonnage vehicles is expected to witness an increase due to their ability to carry more cargo. This means the demands of a particular industry or cluster can be met by a smaller number of vehicles and in lesser time, thereby improving the supply chain and forward linkages to markets," he continues.

From the air cargo industry perspective, Singh says, "Air cargo stakeholders have been waiting for a single-tax system for years. The

implementation of GST led to the abolition of octroi and streamlined the multiple taxation system. Due to which the air cargo dwell time and volumes at CSIA improved significantly. GST also addressed the various procedural hurdles that prevailed in the past and introduced transparency in taxation. The stakeholders are now hopeful of industry status for the air cargo trade."

As per Mansukhani, "The industry expected that the tax reform will boost the Indian economy and that businesses will opt for larger logistics outsourcing. Consolidation was another outcome that was expected, and this also indicated that investments in automation, mechanisation and application of IT solutions at warehouses and for better network planning, will increase."

From the express and courier industry viewpoint, Mitra says, "The 'one nation, one market, one tax' approach would benefit all and would therefore expand business opportunities. The primary expectation was that GST will bring about significantly greater levels of compliance by the shippers, change in the supply chain structure in terms of reduction of warehousing locations and greater usage of technology in enabling and controlling the movement of shipments and shipment related data across the



Abhik Mitra
Managing Director & CEO
Spton Logistics

“Uniform taxation has certainly reduced paperwork. e-Way Bill has streamlined operations and ease of doing business

”

network. We expected to save on time spent at check posts and filing various taxes. We also expected to save money, both capital and operational expenditure, due to faster flows through a less complex eco-system." Tandon says, "GST laws have replaced the service tax provisions as applicable to freight forwarding and supply chain industry, which is a service Industry. The service tax provisions themselves had taken more than four



Vikram Paul
Regional Managing Director – Indian
Sub-Continent, Director Business & Product
Development – Middle East & Sub Sahara
Cargo Partner Logistics India

“GST was not best planned and not communicated out well. The industry had little time for preparation

”





Sunil Arora
Vice President
Air Cargo Agents Association of India



Sudeep Mehrotra
Senior Director - Corporate Solutions
Alvarez & Marsal

“Our industry has taken GST with the open arms and because of GST, e-Way Bill, has come up

“GST implementation on the process and technology front has been smoother than expected

years to be streamlined and clarified. Therefore, it is natural that understanding the needs of international freight forwarding and supply chain industry, and addressing them, is a time consuming and cumbersome process. However, now with the implementation of the GST, the freight forwarding and supply chain industry have been hopeful that, even with the provi-

Suggestions

■ The key aspect in the second year of GST will be stabilisation and adoption of integrated technology. There is a need to enable system integrators who can offer integration of client-side PO generation, invoice generation, LR generation process with logistics service providers systems and reports/forms of GST network

■ While the e-Way bill and its implementation is a positive step, however, the government needs to give time to the shippers and service providers in terms of imposing huge penalties with regards to process/human errors

sions for availing input credit, the burden of taxation on the exports, imports as well as the domestic movement of goods, and the provision of services for the same should not become prohibitive.”

Mehrotra lists key expected impact of GST:

- ❖ Rationalisation of warehouses – User industry expected to redesign network footprint to optimise logistics costs. Post GST, logistics services providers were expected to offer integrated warehousing solutions at suitable locations.

- ❖ Enhanced transport capacity and efficiency – Upon consolidating warehouses, each warehouse of a logistics company was expected to have a larger geography to cover. Hence, this would require more efficient logistics with better investment in the same to ensure timely deliveries and better connectivity.

- ❖ Performing logistics activities on behalf of companies - Logistics companies would consider working along with their customers to review outsourcing processes and activities taking into consideration logistics and overhead cost savings. This could include opportunity to replace C&F operations for certain industries.

- ❖ e-Way Bills - Requirement of e-Way Bill for movement of all goods, along with their limited validity would result in technology adoption to ensure e-Way Bills are valid, traceable and regularly updated when expired. This would result in increase in organised market share.

- ❖ Superior technology – Implementation of GST was expected to make logistics industry more

competitive as freight transit times were expected to reduce by 30-40 per cent and freight costs by 20-30 per cent. Logistics companies were expected to invest in efficient technology to handle their increase in traffic, along with new processes such as managing of e-Way Bills and catering to larger geographies.

- ❖ Skills training and upgradation – The drastically changing dynamics of logistics companies such as the reinventing of the supply chain, repositioning of warehouses and embracing of technology was expected to result in more focused and intensive training.

PRESENT SCENARIO

Katgara believes, “It is still a learning phase for the industry with multiple state registrations, multiple GST rates, complicated return filing process, RCM mechanism, state-wise audits, these are some of the challenges which are being faced or expected to come.”

“A host of measures has been taken to help the industry overcome the problems faced initially. As a consequence, the new tax system has settled in to a very large extent. However, the functioning of the GST portal has to be looked into and administration must be kept to a minimum to make processes more efficient,” tells Huned.

According to Thakkar, Section 13 (3) is, “With uniformity in nature, GST is in process mitigating this imbalance and will boost airfreight once there is no tax on exports.



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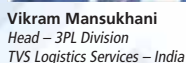


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- A few technical and procedural glitches related to tax refund or paperwork also need to be resolved. We need a robust digital refund mechanism for efficient and seamless cash flows

■ Next 10 years would be very exciting and crucial for India as it will shape up the progression of economy. More perseverance, improvisation on structural and procedural implications of policies will enhance actual and true potential of industry

■ Road to 2030, to be at third spot, (overtaking Britain, Germany & Japan) is the new talk in industry corridors

- The next target should be simpler compliance with less manual work on the industry side



(whether we bill the exporter or the overseas associate) to the place of supply as the destination, the government should amend Sec 13(9) to include all the allied services associated with the export cargo. "We treat the place of supply as India (taxable territory) and tax the transportation up to CFS, CFS charges, THC, BL fee, AWB fee, etc, because of the present wordings only," he says.

“And, these wordings are: (3) The place of supply of the following services shall be the location where the services are actually performed, namely; services supplied in respect of goods which are required to be made physically available by the recipient of services to the supplier of services, or to a person acting on behalf of the supplier of services in order to provide the services. When such services are provided from a remote location by way of electronic means, the place of supply shall be the location where goods are situated at the time of supply of services. The same should be amended as; services supplied in respect of goods which are required to be made physically available by the recipient of services to the supplier of services, or to a person acting on behalf of the supplier of services to provide the services. Provided that when such services are provided from a remote location by way of electronic means, the place of supply shall be the location where goods are situated at the time of supply of services, provided that such services are not related to the export of goods. For such

services, the place of supply shall be the destination of the goods.

Similarly, Sec 12(8) should be amended suitably to include the transportation and the allied services related to the export cargo. It should be: (8) The place of supply of services by way of transportation of goods to a place within India, including by mail or courier to, (a) a registered person, shall be the location of such person; (b) a person other than a registered person, shall be the location at which such goods are handed over for their transportation. The place of supply of services by way of transportation of goods to a place outside India, other than by mail or courier to, (a) a registered person, shall be the destination of such goods; (b) a person other than a registered person, destination of such goods," explains Thakkar.

"The reaction of the industry is at different levels of the spectrum ranging from early adopters to fence sitters. 3PL and 4PL solution providers have benefited from increase in organised penetration. The delays at state boundaries have significantly declined. However, consolidation of warehouses is being conducted at a rate slower than expected," emphasises Mehrotra.

Tandon adds, "The anti-profiteering provisions envisaged in the GST law need to be enforced more effectively. There is also urgent need to streamline the system of charging and refund of GST to reduce the amounts of refunds due." 🇮🇳



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Multi Modal Terminal on Ganga nearing completion

The ₹ 169.59 crore Multi Modal Terminal (MMT) being built at Varanasi by Inland Waterways Authority of India (IWAI) under Jal Marg Vikas project is set to be completed by November this year. This would be a major landmark for the project. The construction of the ₹ 280.90 crore MMT at Sahibganj is expected to be completed by May 2019, and the one at Haldia, being constructed at a cost of ₹ 517.36 crore, is scheduled to be completed by December 2019. In addition to this the work on the ₹ 359.20 crore state-of-the-art navigational lock at Farakka shall be completed by June 2019.

IWAI has also finalised 13 vessel designs suitable for inland water transport. The models have been designed by M/s DST, Germany, with focus on economic efficiency, low transport cost, high safety, low draft and high carrying capacity. The testing of these models has been completed and final report is awaited.

Limit of exports through courier raised

Hailing the decision to raise the limit of exports through courier and e-commerce exports through couriers and foreign post office,

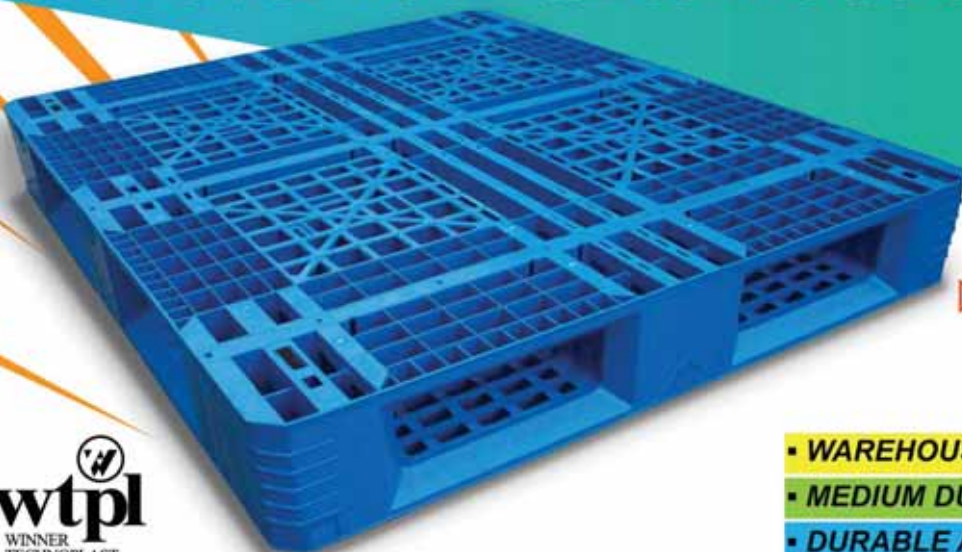
Ganesh Kumar Gupta, President, FIEO, said that the increase from ₹ 25,000 to ₹ 5,00,000 shows the pragmatic approach of the government in facilitating e-commerce retail exports from the country.


Gupta said that it is time to expand the list of products which can avail MEIS benefits, if exported through e-commerce. The present list excludes many products which are traded through such platform. He also suggested to extend the benefits to all international exports in the country as well as all Foreign Post Office instead of restricting it to few airports and post offices so that artisans and entrepreneurs located in Tier-II and III cities can also exploit the potential of e-commerce exports.



Ganesh Kumar Gupta
President
FIEO


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Start-ups **twirling** the logistics environment

Start-ups are not only evolving rapidly but have become a crucial part of the logistics eco-system within a very short span of time. **CARGOTALK** talked to industry veterans who helped cull out necessary factors for a logistics start-up to flourish successfully.



Kalpana Lohumi



Kushal Nahata

CEO & Co-founder, FarEye

For a logistics start-up to thrive and be successful in this highly competitive era, it is essential to embrace new technologies along the entire value chain, strengthening the overall execution system and adding efficiency to the product distribution processes. But, it is essential to strengthen other aspects like enabling a powerful delivery fleet and robust processes for efficient management. Moreover,

the logistics entrepreneurs must define their unique value proposition clearly, conduct an in-depth study of the market.

FarEye understands that no single solution can fit all the dynamic needs of an organisation, therefore, we have built a ready library of processes which can solve the unique challenges of your last-mile with a simple 'Drag&Drop'. We have also built upon the technology stacks like mobility, geo-intelligence, integration and analytics. We assist in improving enterprises' operational efficiency, increase revenue streams and deliver a superior customer experience by using data-driven optimisation algorithms including geo-intelligence and real-time visibility.

Nishith Rastogi

CEO & Co-founder, Locus

Though the penetration of technology in the Indian logistics sector has been quite low, there are tremendous opportunities to leverage it for the benefit of not only the logistics companies, but also the end customers. In an increasingly technology-driven environment, logistics companies need to adopt solutions that not only align themselves with the needs of the business, but also help them gain competitive advantage and achieve growth and success.



Start-ups also need to focus on getting their stories right and executing their plans. Locus offers a suite of technology-driven offerings to its clients, such as, Locus Dispatcher, not mere route planner but your algorithmic route optimisation officer; Locus MotionTrack, gives real-time tracking, insights and analytics to have better visibility of your resources; Locus IntelliSort, automated shipment sorting and rider allocation to minimise human dependency; Locus FieldPro, to beat optimisation for higher sales productivity and Locus PackPro, an intuitive and dynamic automated packing plan for maximum vehicle-space utilisation.

Highlights

- FarEye executes more than 500 million shipments annually and has helped in increasing the first-time attempts by 25 per cent, reducing the fuel expenses by 28 per cent and increasing the customer visits by 66 per cent.
- In an increasingly technology-driven environment, logistics companies need to adopt solutions that not only align themselves with the needs of the business but also help them gain competitive advantage.
- FreightCrate provides transparent and accurate door-to-door quotes with total landed freight costs to more than 50,000 global locations.
- Leap India has recently implemented CRM for managing relationships with customers and it has reduced the company's day-to-day work of managing customers and now functions automatically.

INDUSTRY **OPINION**



to a more automated online system even though it is more efficient. Loyal and long-standing relationships between logistics providers and customers are often difficult to break and lengthy credit periods, leading to turn down for most businesses, even when receiving discounted prices and advanced software solutions.

FreightCrate has designed robust, algorithmic technology enabled processes that empower customers to make accurate and cost-effective freight decisions through all-inclusive and standardised rates from multiple vendors with detailed information such as shipping schedules, delivery dates, transit times, etc.



well as extended fleet movement. In addition, a digital map on which breakdown assistance and repair and maintenance facilities are marked. Another service provided is a 24-hour support desk to assist the drivers while on transit, drivers are provided with all the assistance they need. Each truck is fitted with a Fastag to ensure reduced idle time. We consider projects for improving the productivity of the arrival and departure of trucks for large factories.

Further, the end customer needs have evolved, and they demand technology integration to improve their efficiency and looking for an organised sector. Seventy per cent of the industry is still unorganised and for a start-up, anybody with adequate funding and requisite technology can provide services. Any tech-enabled transport service provider company can be the bridge between these unorganised suppliers and organised customers, provided they are able to help these unorganised suppliers migrate to being organised.





Ganesh Rewanwar

Co-founder
Freightbazaar.com

To be a successful start-up in logistics, one needs to build it around sustainable business model since most of the business is a repeat one. Apart from this, margins can be low, but volume is high. Faster and repeat business cycle can provide better return on investment. More than 70 per cent of the time and efforts in the transportation is spent on hiring the truck and billing and payments. Both of these activities can effectively be managed by technology only. e-Transportation platform from FreightBazaar offers various technological tools to manage transportation right from publishing the truck/load availability to payments. These tools are for Vehicle hire /Placement Management, Trip Management, Fleet Management, Transport Management, Analytics and Reporting. Integrated GPS devices, cashless cards for drivers, Fastags, e-Way Bill facility, e-PoD, Driver App, Automated Truck Hiring, are some of the technological features that help in managing the transportation efficiently.



Gautam Prem Jain

Co-founder and CEO
GoComet.in

The *mantra* of success for the start-ups is to question the status quo of the industry. This can substantially help in eliminating inefficiencies in processes. It will also prepare businesses to quickly adopt digital technologies and in transitioning to an integrated end-to-end logistics.



GoComet, a technology company is revolutionising the logistics sector through its SaaS product, combines the power of data science with machine intelligence to drive sharp reverse auctions, bringing out best possible end-to-end rates for shipments. This is achieved by forcing Compounded Negotiations and enabling Net Landed Rate based comparison, with minimal human efforts. With just two features, GoComet's platform can save 8-15 per cent of the logistics cost. The additional benefits of the platform include creating a clear audit trail of every shipment decision, smooth workflow right from RFQ till payment of invoice, sharp shipment tracking and alerts and real-time sharing of information with marketing teams.

Sunu Mathews

Managing Director
LEAP India

To begin with, it is the experience which counts the space and understanding of the gaps in the sectors which would solve the current problems and increase the efficiencies to bring in international standards. Which is what we did to succeed in the sector for the last five years and have grown more than 50 per cent year-on-year. Another most important contributor to the success is choosing the right people who can work for you with great commitment. We have recruited people from other sectors to experiment and are very well succeeded in growing our business. On the technology front, we have our own internal software by the name MyLEAP for managing our assets i.e. pallets and FLCs (Foldable Large Containers), which helps us to track where our assets are present, utilisation levels, availability, movement. This has helped us to optimise utilisation levels of our assets.





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Speedbox: Technology **that** delivers

This SaaS-based logistics platform can be deployed by any company in any country and can be completely customised thanks to its intelligent software architecture and technology stack.



Hazel Jain

With its robust and intelligent software architecture/technology stack, Speedbox can deploy Software-as-a-Service applications (SaaS) globally for any logistics/operations company.

Nishit Dave, CEO, Speedbox, says, "Speedbox started off as an aggregation platform but we realised that it simply became a quick rate finder. We have evolved a lot over the last three years to focus on providing solutions to both shippers (customers) as well as logistics companies ("admins"). Anybody with 100 shipments a day is an ideal customer for us. No one in India is focusing on the smaller shippers for whom logistics is a real challenge, while remaining expensive."

The Speedbox platform has three interfaces: mobile apps, web-based login system and API integrations. The company was incorporated in 2014-end and is based in Mumbai with an international office in Malaysia. In India, they are active in nine cities – Delhi, Ahmedabad, Jaipur, Bengaluru, Mumbai, Kolkata, Kochi, Hyderabad and Coimbatore.



Nishit Dave
CEO
Speedbox

The plan is to expand presence in 10 countries and be able to cover 40 cities in India within the next three years.

DISRUPTOR OR ENABLER?

While the core offering of Speedbox is technology-based, Dave clarifies that technology at the end of the day can only enable, it can't really re-invent the way things are done. "There is a lot of human interaction in this industry and you cannot circumvent it. The only thing technology can do is automate and make things more efficient, at least



Kabir Seth
Director
Speedbox

in India, and this will happen in the next five years," he says.

Explaining how the software works, **Kabir Seth**, Director, Speedbox, says, "We offer mobile applications for low volume shippers, and a dashboard for enterprise level shippers (high volume shippers). All shipments are synced across devices and platforms with a seamless user experience. We also create solutions for the so-called 'offline' logistics companies. It's like a plug-n-play for those particular companies." Seth adds that Speedbox is now primarily looking to partner with established vendors.

"We believe that Southeast Asia is a really good market for us right now. We are also exploring the Middle East and the North American markets," he reveals. 🇮🇳

Fact File

■ Speedbox is also pursuing opportunities to launch in more countries with well-established companies. For instance, ExpoFreight (EFL), Menteiz Cargo (Malaysia) and Allied Aviation are all using Speedbox technology in very different ways and are all prominent players across different regions in Southeast Asia

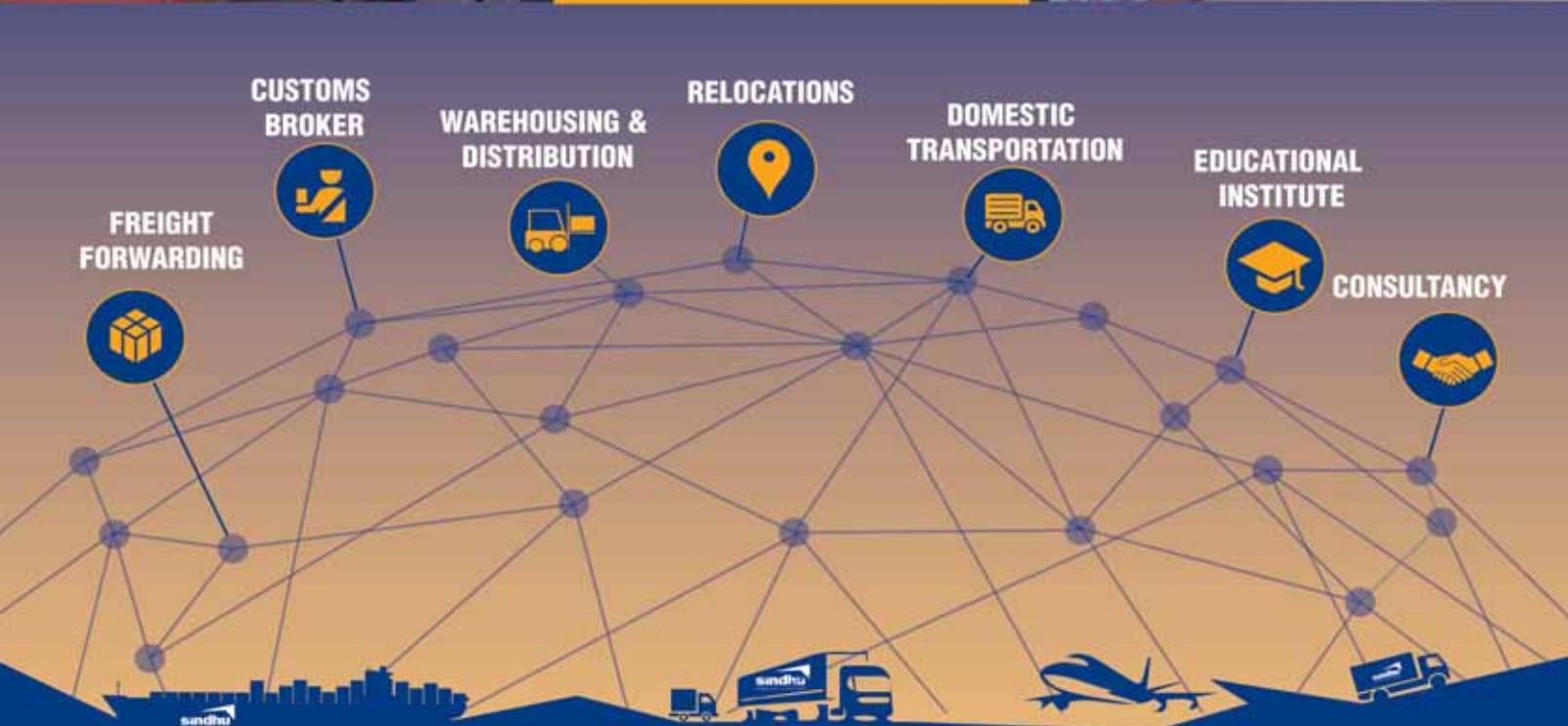
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IWS 2018: Converting business into opportunities

The eighth edition of India Warehousing Show concluded on a good note with the unveiling of several new products and exhibited offerings of the logistics service providers. **CARGOTALK** highlights some key takeaways of the event shared by industry veterans on benefitting their business.



Kalpana Lohumi



★ Rajendra Singh Chauhan

MD, Shalimar Warehousing Corporation & ICA Winner 2017



India Warehousing Show is eight to nine-years-old and we have been marking our presence since the first edition. This show has helped us in highlighting our brand and also enabling visibility across India. We have been receiving positive responses on our services. Recently, we have unveiled warehouses in Raipur, Nagpur and other cities as well.

★ Piush Goyal

Managing Director, Kelley India



The show was an eye-opener and it has always been an honour to participate. We are the market leader in HVLS Fans. We showcased our 24 feet HVLS Fan, which is the biggest fan in the world and can cover an area of 10,000 square feet. Secondly, we launched a full range of commercial fans: 8, 10, 12 and 14 feet, which are manufactured in the US, in the exhibition.

★ Munish Arora

Director – Operations & Projects, Arctic Refrigeration



Platforms like IWS help to expand the company's market reach, which is a win-win situation. We have got many prospective customers who discussed queries to build their own cold storage infrastructure with us as per their budget at the show. We provide end-to-end integrated solutions for cold storage that includes civil work, steel building, refrigeration, insulation, etc.

★ Ajay Khosla

General Manager [Delhi Region], Scorpion Group



We are new entrants in the warehousing segment. The India Warehousing Show has definitely helped in attaining leads for us and establish ourselves in the market. We are doing well in the Northeast and East regions, where there is less concentration. Our plans is to expand our base in Delhi and Mumbai as well. We gained fruitful business connections from the show.



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★ **Gaurav Agarwal**
Director, R Logistics Park



We are regular participants of the exhibition from past three years and this is the first time we are showcasing our products here. The previous two editions have enabled us in meeting many players across the country. This encouraged us to demonstrate our logistics park in Raipur. Here, we interacted with numerous vendors who were related to the industry.



★ **Aditya Sikri**
President, IndoSpace



India Warehousing Show is the single largest platform in the country that enables culmination of organised and upcoming players in warehousing, logistics, industrial and real estate side of the business as well as the other parts of the industry, under one roof. This event helps the industry players to promote their products and services to the potential ones. The kind of exposure that the summit projects is remarkable.

★ **Vivekanand**
Country Manager – India & SAARC, GreyOrange



This is one of the largest shows in the warehousing industry and the response was pretty good from all quarters of the cargo segment. We are expecting some good leads and partnerships. Our objective of marking our presence was to display our journey in the warehousing space through showcase of our automation solutions. We benefitted from the show thoroughly.

★ **Visakh Rajkumar**
Director Operations, Shree Kailash Logistics Parks



We have three facilities and all three are based in South India, that is, Chennai, Coimbatore and Cochin. Since, we were focusing on expansion at pan India level, this was a big platform especially for companies like us who are trying to expand not only towards the south but across the country as well. The show was a great platform that helped us interact with industry players from the Indian sub-continent.

★ **Vinit Sureka**
Director, Carryfast



This was the second time we were participating in India Warehousing Show. The event is the best platform to not only showcase our services and offerings, but to also connect with potential clients. Recently, we came up with our logistics park in Indore, Madhya Pradesh. We intend to expand pan India in next two years to cater to the supply chain requirements of our clients within the industry.

★ **Sagar Agarwal**
Sales Head – Western Region, Gandhi Automation



We have been participating in this exhibition from many years. This show helps us to meet not only new clients but also the existing ones. Getting their feedback is important for us; selling product is one thing, but providing service is something we focus on. We have recently launched 'prime freezers', a product which can sustain temperatures from -35 to +5 degrees.

★ **Chetan Gole**
Vice President, Action Construction Equipment



We have a new range of warehousing equipment, that was introduced last year. The expo was an apt platform for showcasing our recent launches. We are already into material handling. Earlier, we were into forklift trucks which were being used across the country for indoor and outdoor application. The show was a resounding success for business.

★ **Gaurav Khandelwal**
Business Development Manager, Lifecare Logistic



This was a suited platform where I believe we could declare ourselves as a pan India player for the logistics industry. We are into hardcore warehousing. We have almost 25 lakh square feet warehouses across West and South of India and now are coming up with our own properties: 10 lakh sq feet warehouse in Indore and 6 lakh sq ft in Pune and 3 lakh sq ft in Goa.



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Skilled hands: Boon for industry

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CT Bureau



► Best Global Logistics Company (North & East 2016) : **Cargo Movers**

A systematic chain for logistics

J.K. Arora, Managing Director, Cargo Movers, shares, "Skilled and well trained manpower is must for efficient supply chain management else there shall be mistakes which can incur losses. Skill imparts necessary training that can encompass fruitful development for the sector."

"In international waters, time and expense are the main components. We have seen how errors in shipment result in a big mess. There should be a maintained checklists including time duration along with steps to ensure effortless performance. Companies are using

software worldwide to have efficient supply chain management with all export-logistics freight forwarder and importer in a chain system. There is a heavy penalty from government if not adhered to rules properly," he adds.

► Best Logistic Service provider- Ocean (North & East 2016): **Asia Shipping India**

Skills necessary for efficacy

Amit Tandon, Managing Director, Asia Shipping India, states, "With the JIT (Just in Time) concept in management of costly raw materials, packing materials and efficient management of production cycles to meet variations in demand pattern, making supply chain management more efficient contributes to optimisation of material stocks levels by forecasting and matching with the demands from production management. Therefore, engagement of skilled manpower in all functions is essential. The costs incurred for the engagement of the skilled manpower for the supply chain management contributes to the overall well-being and efficient management of materials management function, and cannot, therefore, be classified as expensive or wasteful."



► Best Road Freight Forwarding Company – Nepal & North-East India (North & East 2016) :

Sugam Parivahan

Skill garners swift development

Kaustubh Mittal, Managing Director, Sugam Parivahan, says, "Supply chain management with availability of skilled manpower, supported by technology strives to keep the product live by assuring transparency, information, and intact speedy delivery to the end user. Skilled manpower is the need for efficient supply chain management, experiencing fast development to cope up with rapid change in demand from end users. For some it may be expensive investment to do, at the same time one has to realise the importance

of such investment on skilled manpower in this fluctuating and demanding scenario. The most severe and immediate requirement for skill development is found to be in transportation and warehousing sector. The speed at which efficiency and quality improvement is required will consequently call for a swift development of capabilities from logistics service providers."

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India 'docks it right' for coastal shipping



As India continues to strengthen her position in international trade driven by a growing youth population and consumer spending, the Federation of Indian Export Organisations estimates that exports could reach up to \$500bn in the next few years. **Julian Bevis**, Senior Director, South Asia – Maersk, throws light on India's coastal initiatives.

CURRENT SCENARIO

Coastal shipping is a key enabler in reducing costs of logistics for India's EXIM with the world.

Its contribution to ports growth, and ability to ease the pressure on the over optimised road and rail systems makes coastal shipping a key priority area for the Government of India which is looking to propel economic growth and generate employment.

The Government of India has clearly recognised this potential, and the necessity of alleviating trade bottlenecks, as is evidenced by large infrastructure initiatives such as Sagarmala, expansion of inland waterways, dedicated freight corridors, logistics hubs, and the development of smart cities. Also commendable is the immense focus on ease of doing business.

Additionally, just this year, the government initiated Priority Berthing to reduce the cost of congestion at ports, reduction of GST on bunker fuels from 18 per cent to 5 per cent, a 40 per cent discount on all cargo and vessel charges excluding POL, iron ore & coal - as they make up the bulk of cargo loads.

With the introduction of these initiatives, we can expect to see a further uptick in the growth of India's Coastal Shipping industry, which has already displayed an impressive jump to 14.2 per cent as compared to 1.4 per cent registered in 2009-10 (Source: IBEF).

OTHER PROJECTS

The government has reaffirmed its commitment to propelling India's global trade prospects through initiatives like Sagarmala, digitisation of EXIM documentation, building economic corridors through road and rail connectivity, commissioning of new ports, and setting up multi-modal logistics parks, to name a few.

The recent decision to do away with the cabotage rules which have restricted the carriage of EXIM cargo on the Indian coasts to Indian flag operators only till date, is yet another example of fundamental reform in the sector. This in turn has resulted in the predominance of ports such as Colombo, Dubai, Salalah and Singapore, all of which have handled large volumes of Indian transshipment traffic.

The relaxation will not only help in bringing back Indian ports traffic that is currently handled

in these adjacent hub ports, but it will bring this traffic back to all ports that are prepared to handle it. This legislation enables them to attract their own feeder and mainline networks at the expense of existing hub ports.

This momentum will be carried through those areas where there remains some lacunae to be addressed to help India improve her overall competitiveness further. For example, the cost of trade remains high, it is estimated that around 38-47 per cent of the total logistics cost is made up of indirect or hidden costs. This is mainly a result of extensive delays on account of multiple middlemen, congested roads and inadequate rail and port infrastructure.

There is also the issue of the Tariff Authority for Major Ports (TAMP) regulation, which due to its multiple guidelines mandates a non-market driven tariff regime at terminals in major ports. While the Government has recently put forward a proposal for existing concessionaries to re-tender their terminals to move to a TAMP free regime, the same if executed, could promote unhealthy bidding practices, in turn making it challenging for the current operators to remain competitive.

Fact File

■ The Government initiated Priority Berthing to reduce the cost of congestion at ports, reduction of GST on bunker fuels from 18 per cent to 5 per cent, a 40 per cent discount on all cargo and vessel charges excluding POL, iron ore & coal



(The views expressed are solely of the author. The publication may or may not subscribe to the same.)

In addition to this, there is a need for greater transparency around the fine print on initiatives like multi-modal logistics parks and the inland waterways programme, combined with the implementation of the Essential Services Maintenance Act (ESMA) which can help protect ports during periods of labour unrest.

ROLE OF STAKEHOLDERS

Just like in Europe, in India too,

the government should work on developing a legislation which will allow vessels moving on the coast to also move into a river

system and vice versa. This will help create cost efficiencies as well as optimise the use of all the related infrastructure.

There is a need for transparency through multi-modal logistics parks and the inland waterways programme and ESMA



Julian Bevis
Senior Director
South Asia - Maersk







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BRICS' containerised trade witnesses steady growth

The Indian sub-continent has registered a record growth of 14 per cent year-on-year in volumes with strong Exports & Imports (EXIM), paving the way to the BRICS growth story, states a report.



Steve Felder
Maersk Line Managing Director for India
Sri Lanka, Bangladesh, Nepal
Bhutan and Maldives



CT Bureau

Ahead of the scheduled 10th 2018 BRICS summit in South Africa, Maersk Line has released the BRICS Export-Import (EXIM) containerised trade data stating that the world registered a YOY growth of 1.5 per cent in the first quarter of 2018 as against in the same period last year. The growth for BRICS, led by India and followed by China was due to their growing exports to the world at 13 and five per cent year-on-year respectively. South Africa and Brazil witnessed the highest slump in the overall EXIM trade in Q1 2018 year-on-year at -28 per cent and -15 per cent. The overall exports from India to BRICS saw an upswing of 7.5 per cent in Q1 2018 year-on-year in terms of total volumes, while the country's imports from BRICS nations is reduced by -3.5 per cent.

Steve Felder, Maersk Line Managing Director for India, Sri Lanka, Bangladesh, Nepal, Bhutan and Maldives, said, "In 2017, the BRICS nations contributed to 23.6 per

Highlights

- Q1 2018 BRICS EXIM trade registers steady growth of 1.5 per cent in Q1 2018 YOY (Compared to Q1 2017); China & India lead the EXIM trade as Brazil, South Africa and Russia witness a slump in the trade as compared to Q1 2017.
- Overall, in Q1 2018, the export trade from India to other BRICS' nations observed an increase of seven per cent YOY; Brazil & South Africa being the top consumers.
- USA, China and Saudi Arabia have emerged as the top export destinations for India in Q1 2018 followed by United Arab Emirates (UAE); India stays strong as one of the top export destinations for China among the BRICS.
- India's exports to BRICS nations remains strong with 7.5 per cent increase in Q1 2018 YOY (as compared to Q1 2017).

The overall EXIM trade of BRICS has been steadily rising for 2 yrs, with China and India driving the growth

cent of the world economy in terms of GDP value and as per IMF (International Monetary Fund), this will rise to 26.8 per cent by 2022. The overall EXIM trade of BRICS has been steadily rising for the past two years, with China and India driving the growth."

emerged as the top five export destinations for India in Q1 2018.

❖ China, USA, Korea, UAE and Saudi Arabia form the top import origins for the country.

❖ Interestingly, USA and Japan are amongst the top export destinations for China. ↴

TOP EXIM DESTINATIONS Q1 2018:

❖ USA, China, Saudi Arabia, UAE and United Kingdom





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DHL Express enhances network with 14 new Boeing 777 Freighters

DHL Express has placed an order for 14 Boeing 777 Freighters, which also includes options and purchase rights for seven additional aircraft. The delivery of the first four planes is expected to be completed in 2019. "The acquisition of the 14 Boeing airplanes reflects a gradual replacement of our older intercontinental fleet. As the most fuel-efficient, most reliable freighter type with the best long-haul range, these aircraft will contribute to our emissions reduction targets and allow us to serve even more markets with non-stop flights. DHL was an early adopter of this type of aircraft for the logistics industry and took delivery of the third B777F produced by Boeing in 2009. With extensive experience operating this freighter type, it has proven to be superior in all aspects of operation



making it a logical choice," explains **Ken Allen**, CEO, DHL Express.

Expanding cross-border e-commerce sales will grow to \$4.48 trillion by 2021, which means a growth of 19.2 per cent per year. DHL's investment in the 777 Freighters is a direct answer to the growing demand for global express capacity. Being the largest twin-engine cargo airplanes in the world, Boeing's 777 Freighters can fly 4,900 nautical miles (9,070 kilometers) with a cargo load of 102 tonnes.

DB Schenker signs MoU for logistics center in Pinghu

DB Schenker and the Eastern China city of Pinghu concluded a Memorandum of Understanding (MOU) for the establishment of a state-of-the-art logistics center in Pinghu, Zhejiang province. Due to its convenient location near the metropolitan areas of Shanghai, Hangzhou and Suzhou, and its proximity to the deep-water port of Yangshan and the port of Zhapu, the city of Pinghu

is a strategic location for a logistics center. With over 50 years of experience in China, DB Schenker provides integrated contract logistics services, a business area with huge development

potential in China. The company's future logistics center in Pinghu will provide state-of-the-art operations and management systems for both existing and new customers of DB Schenker from various industries comprising industrial, healthcare, e-commerce and electronics.

"With our decision to invest in Pinghu and our existing presence and partnerships with our own warehouses in Beijing and Shenyang, we will add our first 100 per cent owned logistics center in Pinghu to our warehouse portfolio," says **Thomas Sorensen**, CEO North/Central China, Schenker China. The aircraft will reduce CO2 emissions by 18 per cent versus the aircraft being replaced. This will help contribute sustainability in line with climate protection target, aimed to reduce all logistics-related emissions to zero by the year 2050.



Freightos & Lufthansa Cargo collaborate on 'e-booking'

To hasten the digitalisation of the airfreight industry, online cargo marketplace Freightos has teamed up with Lufthansa Cargo to create a new online portal through which forwarders can compare rates and book air cargo space instantly. By combining Freightos WebCargo and Lufthansa Cargo's application programming interface (API) services, enables forwarders to instantly look up contracted rates, assess capacity and book cargo on specific flights in real-time.

The platform allows hundreds of forwarders to access accurate, calculated prices and book capacity within one portal. Lufthansa Cargo's main contribution was the application of APIs, which combine Freightos' pricing database with the instant ability to find capacity and book it. If the capacity is unavailable, the system can be switched to support manual, online ad-hoc pricing. "Through Lufthansa Cargo web service, we are driving the digitisation of our industry to offer our customers and partners a convenient and fast digital interface to our products and services," said **Peter Gerber**, CEO, Lufthansa Cargo. The platform will be expanded globally in coming months, beginning with a rollout in major European markets.





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Elizabeth Barrett Browning

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ASSOCIATION TALK

BCBA gets new members on board

The Brihanmumbai Custom Brokers Association (BCBA) recently held elections to elect five office bearers and 12 Managing Committee members.

The election was held at three different locations: CIDCO Exhibition Centre, Navi Mumbai MIAL Conference Room, Air Cargo Complex and BCHAA Office. **Karunakar Shetty** has been elected to head the BCBA.



OFFICE BEARERS

Designation	Name	Company Name
President	Karunakar Shetty	Ship Air Forwarders
Sr.Vice President	Kiran Rambhia	Shah Brothers Shipping
Vice President	Dushyant Mulani	Khimji Poonja Freight Forwarders
Vice President	Sanjeev Harale	Interport Clearing Services
Vice President	Vinayak Aparaj	Varad Logistics
Hon. Secretary	Paresh Thakkar	Jivika Agencies
Hon. Treasurer	Hiren Ruparel	Amity Logistics

MANAGING COMMITTEE

Member	Shankar Shinde	Global Express Multi Logistics
Member	Ganpat Korde	K-Star Shipping Agency
Member	KB Bhandari	Lakka Transglobal India
Member	Nirav Thakker	24x7 Logistics
Member	Tej Contractor	Mayur C Contractor Logistics
Member	Ashok Saini	Ashokh Kumar Saini
Member	Kaushal Thakker	Harish & Company (Logistics)
Member	M Jagannath Rai	Titan Sea & Air Services
Member	Paresh Sangani	Balyaya Sea & Air Logistic
Member	Ketan Desai	S.K. Agency
Member	Maruti Gadge	Anjani Shipping Agency
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alternating metal tubular structure there inserted ensures high wind-resistance.

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Brihanmumbai Custom Brokers Association

(Formerly known as Brihanmumbai Custom House Agents' Association)



Brihanmumbai Custom Brokers Association

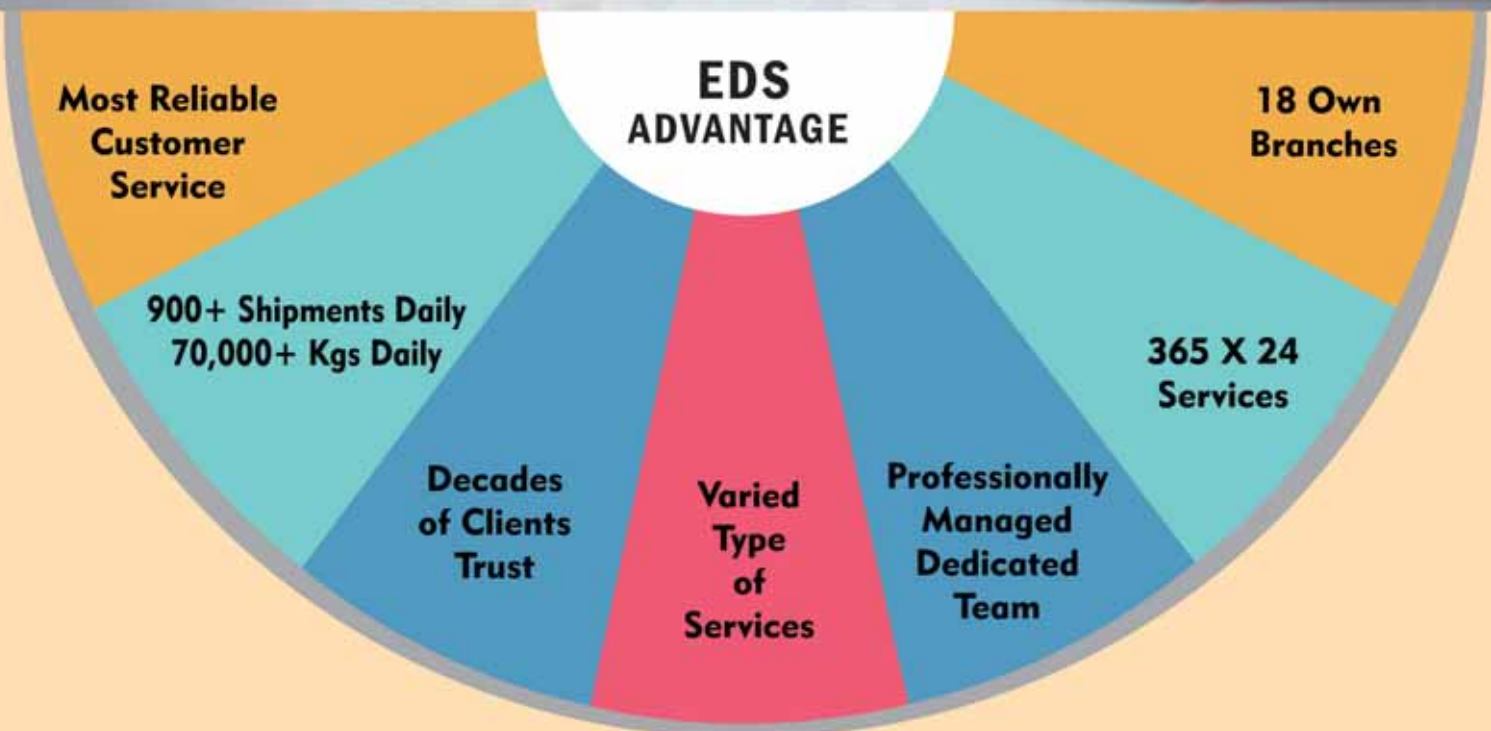
(Formerly known as Brihanmumbai Custom House Agents' Association)



BCBA conducts AGM for members

The 33rd AGM of Brihanmumbai Custom Brokers Association (BCBA) held elections to choose their new leader and managing committee members. The event saw a large number of turnout of voters who elected five office bearers and 12 managing committee members.





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BACC:

Annual Meet a success

At the Bangalore Air Cargo Club (BACC) annual general meeting held recently, **Dileepa B.M.**, CEO - Bonded Trucking, Shreeji Translogistics, was elected as the new President of the club.



ACCD lunch on logical investments

Air Cargo Club of Delhi had organised a speaker lunch recently on the theme 'logical investing in current market'. The speaker was **Rohit Raman**, Financial Advisor and Promoter, BlueAnt. He addressed on the importance of securing future in today's competitive world.



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KOLKATA												
Kolkata Dock System												
TRF APRIL-MAR.'2017		905	-	24	-	-	-	9887	636	5994	16810	0.17
TRF APRIL-MAR.'2016		664	-	76	-	-	201	9263	578	6578	16782	
Haldia Dock Complex												
TRF APRIL-MAR.'2017		6789	1160	158	309	1818	5523	2467	136	15917	34141	1.89
TRF APRIL-MAR.'2016		7078	869	300	338	1552	5722	1376	85	16272	33507	
TOTAL: KOLKATA												
TRF APRIL-MAR.'2017		7694	1160	182	309	1818	5523	12354	772	21911	50951	1.32
TRF APRIL-MAR.'2016		7742	869	376	338	1552	5923	10639	663	22850	50289	
PARADIP												
TRF APRIL-MAR.'2017		27696	11045	39	4025	25845	10162	37	2	10106	88955	16.45
TRF APRIL-MAR.'2016		20567	2889	-	4361	31250	8221	121	5	8977	76386	
VISAKHAPATNAM												
TRF APRIL-MAR.'2017		16603	11620	1886	776	3471	4289	6428	367	15947	61020	6.99
TRF APRIL-MAR.'2016		16945	6086	1996	799	3404	5108	5145	293	17550	57033	
ENNORE												
TRF APRIL-MAR.'2017		4059	-	-	-	23019	79	1	-	2862	30020	-6.79
TRF APRIL-MAR.'2016		3883	-	-	-	25537	75	1	-	2710	32206	
CHENNAI												
TRF APRIL-MAR.'2017		12216	-	62	206	-	-	28850	1495	8880	50214	0.31
TRF APRIL-MAR.'2016		11892	-	61	199	-	-	30207	1565	7699	50058	
V.O. CHIDAMBARANAR												
TRF APRIL-MAR.'2017		667	-	604	1037	10824	-	12991	642	12340	38463	4.38
TRF APRIL-MAR.'2016		693	86	499	1012	11491	-	12388	612	10680	36849	
COCHIN												
TRF APRIL-MAR.'2017		16223	-	17	235	44	-	6840	491	1648	25007	13.16
TRF APRIL-MAR.'2016		14256	-	22	230	88	-	5785	419	1717	22098	
NEW MANGALORE												
TRF APRIL-MAR.'2017		25104	2928	409	80	3533	-	1411	95	6480	39945	12.26
TRF APRIL-MAR.'2016		23931	507	732	79	3319	-	1105	76	5909	35582	
MORMUGAO												
TRF APRIL-MAR.'2017		627	15053	199	-	2514	8466	402	30	5920	33181	59.71
TRF APRIL-MAR.'2016		559	3965	223	-	3727	7808	345	26	4149	20776	
MUMBAI												
TRF APRIL-MAR.'2017		3664	-	256	27	2445	-	558	42	23114	63049	3.17
TRF APRIL-MAR.'2016		36274	-	148	291	3451	-	537	43	20409	61110	
J.N.P.T.												
TRF APRIL-MAR.'2017		4490	-	-	-	-	-	54530	4500	3131	62151	-2.93
TRF APRIL-MAR.'2016		4094	-	-	-	-	-	56790	4492	3143	64027	
KANDLA												
TRF APRIL-MAR.'2017		60340	735	3350	306	15063	496	175	10	24977	105442	5.39
TRF APRIL-MAR.'2016		55586	952	4362	170	14784	217	56	3	23924	100051	
ALL PORTS												
TRF APRIL-MAR.'2017		212368	42541	7004	7001	88576	29015	124577	8446	137316	648398	6.91
TRF APRIL-MAR.'2016		196422	15354	8419	7479	98603	27352	123119	8197	129717	606465	
% Variation from previous year		8.12	177.07	-16.81	-6.39	-10.17	6.08	1.18	3.04	5.86	6.91	

STATE-WISE TRAFFIC HANDLED AT NON-MAJOR PORTS

(IN MILLION TONNES)

Year	Gujarat	Maharashtra	Goa	Karnataka	Kerala	Tamil Nadu	Andhra Pradesh	Odisha	Other States#	Total
2016-17	345.739	34.894	0.119	0.691	0.141	1.170	69.611	22.460	10.388	485.213
2015-16	339.779	28.849	0.430	0.835	0.144	0.856	72.732	14.990	7.297	465.912
2014-15	336.093	27.295	0.599	0.651	0.155	0.825	83.418	15.452	6.114	470.602
2013-14	309.946	24.774	0.284	0.503	0.107	0.866	58.938	14.376	7.430	417.224
2012-13	287.817	24.198	3.441	0.610	0.082	0.933	51.999	11.076	7.975	388.131
2011-12	259.03	19.948	14.47	0.59	0.118	1.21	45.63	5.07	7.115	353.181
2010-11	230.907	14.875	14.581	3.095	0.124	1.611	43.269	0.32	6.066	314.848
2009-10	205.54	12.511	13.897	8.545	0.115	1.174	43.624	0.421	2.968	288.80
2008-09	152.814	10.416	11.901	4.968	0.12	0.898	29.735	0.295	2.056	213.20
2007-08	147.60	11.611	12.825	8.899	0.105	0.887	19.291	0.095	2.17	203.483
2006-07	132.44	11.56	14.31	6.56	0.18	0.81	18.61	0.05	1.60	186.12
2005-06	103.20	11.11	11.86	2.44	0.08	0.71	15.09	-	1.04	145.53
2004-05	97.13	12.12	8.46	3.21	0.08	0.85	15.07	-	0.91	137.83
2003-04	89.35	10.33	8.44	1.17	0.05	0.69	10.02	-	0.79	120.84
2002-03	84.12	8.63	5.36	0.68	0.08	0.6	5.01	-	0.69	105.17
2001-02	82.55	4.98	2.90	0.68	0.13	0.53	3.51	0.02	0.97	96.27
2000-01	71.10	6.05	2.78	0.67	0.16	0.38	4.83	0.14	0.79	86.90
1999-00	48.8	5.91	2.02	0.48	0.10	0.41	3.81	0.15	0.67	62.35

(#) OTHER STATES INCLUDE PUDUCHERRY, ANDMAN & NICOBAR AND LAKSHDWEEP

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Eicher unveils two heavy duty trucks

With an aim to modernise commercial transportation, Eicher Trucks & Buses, part of VE Commercial Vehicles Limited, has launched two new heavy duty trucks. The two new technologically superior trucks - Eicher Pro 6049 and Eicher Pro 6041 are in the 49 Ton and 41 Ton categories respectively.



It has been designed to deliver optimum performance and peak power at 250 HP keeping customer profitability in mind. It manifests the prowess of the Eicher Pro 6000 series and offers a refined trucking experience with the superior VEDX BS IV SCR engine, newly designed

ergonomics and robust Eicher aggregates for best in-class fuel efficiency. The all new Eicher Pro 6049 is a unique combination of modernisation and cost efficiency. **Vinod Aggarwal**, MD & CEO, VE Commercial Vehicles, said, "These trucks - Eicher Pro 6049 and pro 6041 are designed to maximise business profitability while optimising on the overall cost efficiency." Both these trucks boast of class leading fuel efficiency and industry first features like revolutionary Mbooster + technology, Volvo Group Engine Management System EMS 3.0, a power packed and reliable driveline, Intelligent Driver Information System (IDIS) with unique Fuel Coaching feature for real-time fuel efficiency improvements, state-of-art Eicher Live telematics, etc.



Combilift introduces Combi-OP Order Picker

The Combi-OP is the first purpose-built order picker on the worldwide market for long products. Previously customers have had to modify traditional order pickers to cope with the specific demands of long loads. The Combi-OP now guarantees much more efficient and non-compromised operation for easy picking of long profiles in, for example, steel service centres.

This man-up truck features a long platform to enable the operator to access long products stored at height. It is fitted with guide rollers

to enable it to operate in existing guided narrow aisles of just 1.4m – the same width as those needed for Combilift's GT truck. It enables operators to hand pick orders for customers easily and safely from the roomy elevated platform and it has a capacity of 450 kg. Its overhead guard, light anti-slip floor, self-closing platform gate and guard rails guarantee utmost safety, while the travel speed and steering angle adjusts to lift heights.

Features:

- Standing Operator Over-Head Guard
- Multi-function steering/function control
- Dual speed control
- Operator displays
- Guide rollers
- AC electric steering
- AC motor technology

Delivery experience suite 'Delight' unveiled by FarEye

FarEye has announced the launch of its delivery experience suite 'Delight' that helps enable businesses increase their delivery happiness score. It is already in use by enterprises like Blue Dart, Amway, Future Group, Zalora, Noon and many others.

Kushal Nahata, CEO & Co-founder, FarEye, says, "The bottom line is that companies struggle to get a cohesive, holistic, outside-in view of their customers' experience and that is where FarEye Delight bridges the gap." The suite comprises of the features like uberised tracking and real-time feedback, connect and deliver, customised delivery location, etc.



Locus' FieldPro for increasing FMCG/CPG sales

Locus has launched FieldPro to automate and optimise the sales beat plans for mobile workforce, leading to increased profitability, resource efficiency, and time savings especially for the FMCG/CPG (Consumer Packaged Goods) sector. A beat (route) plan defines whom to visit, when to visit, based on company's priorities, stores category/segment for order collections, fulfilment and visual merchandising, etc. It ensures reduced human dependency and scope of errors and hence, optimises the core of the sales cycle.

Nishith Rastogi, CEO & Co-founder, Locus, said, "FieldPro takes human inputs, considers real-life restrictions, examines historical data and then brings out the best beat plans for your business."



4

Years and growing

INDIA CARGO AWARDS

West & South : 10th September 2018 at Hotel Express Inn, Nashik
North & East : 4th December 2018 at Hotel Clarks Shiraz, Agra

06 Award ceremonies



06 Cities
across India



3,720 Nominations
received



22 Lakh votes casted



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AUGUST 2018

► International

TILOG Logistix	Thailand	29-31
23 rd Taipei International Logistics & IOT Exhibition	Taipei	29-Sept 1

SEPTEMBER 2018

► Domestic

FIATA 2018	New Delhi	26-29
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► International

Indonesia Transport Supply Chain & Logistics	Jakarta	12-14
Parcel Forum 2018	Chicago	24-26
Commerce Expo 2018	Olympia	26-27
Nashville	CSCMP 2018	30-Oct 3

OCTOBER 2018

► International

12 th Belarusian Transport and Logistics Congress	Belarus	2-4
Post-Expo 2018	Hamburg	9-11
Transport & Logistics NRW 2018	Duisburg, Germany	10-11
Transport & Logistics NRW 2018	Duisburg, Germany	10-11
(Shenzhen) International Logistics and Transportation Fair	Shenzhen, China	11-13
29 th International Air Cargo Forum & Exhibition 2018	Toronto	16-18
29 th International Air Cargo Forum & Exhibition 2018	Toronto	16-18
Multimodal Americas	Toronto	16-18

NOVEMBER 2018

► International

Autonomous Industrial Vehicle Technology Symposium	Koln	5-6
Vakbeurs Transport & Logistics 2018	Rotterdam	6-8

Dachser & terre des hommes join hands for CSR event in Mumbai

Dachser customers and business partners in Mumbai recently attended a lively panel discussion on the theme 'CSR 2.0: Creating Exponential Returns for Corporations and Society'.

The event, organised by Dachser India and the NGO 'terre des hommes', built an excellent platform for attendants to discuss how corporate social responsibility initiatives can have a bigger impact in India.

The paradigm shift in CSR (Corporate Social Responsibility) in India was the key topic of the event which served as a platform for participants to share experiences, expectations,

Huned Gandhi, Managing Director - Air & Sea Logistics India & Bangladesh, Dachser India, pointed out that it's vital for companies to make a deliberate and enduring move to elevate education and living conditions in India.

"While the CSR Act came up only four years ago, at Dachser we have been focusing on long-term oriented initiatives since 10 years. We made CSR an



aspirations and responsibilities to address social challenges.

Four years ago, Clause 135 of Companies Act commanded India-based companies a minimum spend on corporate social responsibility initiatives. Even if this made organisations invest in CSR initiatives, the long-term strategic commitment often remains at the periphery. Many companies feel challenged in terms of applicability, implementation and impact of the Clause 135. While NGOs play an important role in CSR, a certain jumble between methodologies of companies and NGOs makes sustainable programmes bounce back.

integral part of our vision based upon the principle 'helping others help themselves', " he explained. "At Dachser India, employee engagement in CSR is another supporting element," Gandhi pointed out. Aside from representatives volunteering for CSR, Dachser India is most willing to employ CSR recipients and invest in their training to help them compete in the corporate environment.

"Even if legal obligation in CSR investments helps, the intrinsic motivation to improve conditions remains the key success factor," added **Ingrid Mendonca**, Regional Coordinator South Asia at terre des hommes.

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movements



★CMA CGM North America

CMA CGM has appointed **Tim Haas** as its new Chief Operations Officer in North America, reporting to Ludovic Renou, President of CMA CGM America at its Norfolk, Virginia headquarters. He has more than 27 years of experience in shipping and terminal operations having worked at the Maersk group for 21 of those, including stints at APMT and Sea-Land in a variety of roles in the US and elsewhere – including Chief Operating Officer of the APMT's Salalah terminal in Oman; General Manager of Business Development at its headquarters in The Hague; and Chief Operating Officer of Greater China.



★Ceva Logistics Germany

Ceva Logistics has appointed **Niels Weithe** as its Global Head of e-Commerce. The newly-created role will give Weithe, based in Germany, responsibility for expanding the company's B2C operations. He brings with him more than 25 years experience in the supply chain sector, the last 20 at Arvato. He began as a Key Account Manager before taking on a VP role in 2000, a decade later he became EVP. In 2014, he took over as President of Consumer Products. Prior to joining Arvato, he spent four years as an IT Consultant at Hamburg Süd.



★Air France-KLM India Sub-Continent

Air France-KLM announced the appointment of **Jean-Noel Rault** as the new General Manager – Indian Sub-Continent. Rault will be responsible for accelerating the growth and strengthening the presence of Air France-KLM in the Indian sub-continent. He will also drive the consolidation and extension of the company's partnerships in the same geography. Prior to this position, he was heading Air France-KLM's business in Canada as the Vice President and General Manager. During his assignment he opened two routes, Amsterdam to Edmonton for KLM and Paris to Vancouver for Air France.



★Ceva Logistics US

Logistics industry veteran **Terry Carter** has joined Ceva as Senior Vice President, Transportation Contract Logistics. His role will include driving operational and commercial best practices and standardisation, working closely with the 3PL's transport group. Carter most recently was President of Graebel Van Lines, following a two-year stint at Brown Integrated Logistics. He was also Head of US Operations and International Gateways for DHL Express for five years and was at FedEx for 20 years, ending as Managing Director – Southeast for FedEx Ground.

TALKing People



Dipen Lalsodagar, Dy. Director – Cargo Sales, Global Aviation Services, prefers playing with his son in his respite. "I like playing stock market with him. It's an indoor game," he adds. Lalsodagar

loves watching movies and going out for shopping. Talking about his favourite cuisine, he says, "I am a big-time foodie. The list is never-ending, but my most preferred dish is homemade *Pav Bhaji*." "UK is the place to slip away repeatedly. Moreover, London has resemblance of Mumbai," he shares on his preferred destination to unwind.



Ashwini Sharma, Commercial Director, SA Consultants & Forwarders, loves to spend time with his family and watch the Discovery channel. "Playing with my son is rejuvenating," he adds. Sharma likes playing

Badminton and Lawn Tennis. He enjoys Mexican and Lebanese cuisine. Sharing his love for travel, Sharma says, "In India, I love exploring the hills, like Dalhousie, Manila, which is ahead of Jim Corbett." Talking about his memorable holiday, he shares, "It was the trip to Los Angeles and San Francisco with family and Miami and Las Vegas with friends."



Being in the service sector does not allow much time to relax or unwind, feels **Harmesh Rahul Joshi**, Director, Om Freight Forwarders. "It's difficult to take off time from work, but whenever I can I prefer to spend my leisure time

with my family and friends," he says. "Swimming and Horse-riding are my favourite sports. It helps me to be focused," he adds. Sharing his vacation idea, Joshi adds, "I love going to our farm house as it is quite relaxing and has a lush green landscape. This small getaway helps me to rejuvenate and come back with a fresh mind to work."

With Talking People, we get you a peek into the lives of who's who of the Indian and International cargo industry. Contributed by: Kalpana Lohumi



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